

CLAIMS:

1. A method for enabling the online determination of end-to-end costs while negotiating
5 e-commerce transactions comprising:

- maintaining an updated online database of prices associated with each significant cost element relevant to goods or services involved in completing said transaction,
- maintaining an updated online database of procedures and rules associated with each activity involved in completing said transaction,
- determining the costs associated with each significant cost element by accessing the price data corresponding to the parameters of said transaction,
- aggregating all said costs to arrive at a total end-to-end cost for said transaction.

15 2. The method as claimed in claim 1, further utilized for determining:

- the set of e-commerce transactions that should take place and the set of e-commerce transactions that should not take place from amongst the various possibilities,
- the prices to be paid by buyers, the amounts to be received by the sellers and the payments to be made to other service providers for the transactions that should take place.

20 3. The method as claimed in claim 1, wherein said cost elements include shipping and handling costs, other logistics management costs, taxes as well as finance costs.

25 4. The method as claimed in claim 1, wherein said databases are located either at the supplier end or at the buyer end or may be hosted by a third party.

30 5. The method as claimed in claim 1, wherein said procedures and rules include formalities to be completed and payments to be made for complying with statutory requirements at each end and intermediate step of said transaction.

6. The method as claimed in claim 1, wherein said method is implemented by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.

5 7. The method as claimed in claim 1, applied to transactions between a single buyer and a single seller negotiating online.

8. The method as claimed in claim 1, applied to online auctions between a seller and multiple buyers.

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9. The method as claimed in claim 1, applied to online reverse auctions between a buyer and multiple sellers.

10. The method as claimed in claim 6, applied to two-sided matching markets involving multiple buyers and sellers.

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11. The method as claimed in claim 8 wherein the winning bid for the desired goods or services in an online auction is selected on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).

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12. The method as claimed in claim 9 wherein the winning offer for the desired goods or services in an online reverse auction is selected on the basis of lowest net cost to the buyer after addition of said computed cost elements (shipping, logistics, fees, commissions).

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13. The method as claimed in claim 8 wherein a minimum required qualifying bid amount is communicated to a potential bidder in response to request for the information about the current status of the auctions.

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14. The method as claimed in claim 9 wherein a maximum allowable offer amount is communicated to a potential seller in response to request for the information about the current status of the reverse auctions.

15. The method as claimed in claim 10 wherein the sell orders resident in the database are shown to a potential buyer after online addition of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in response to request for such information in a two-sided matching market.

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10. The method as claimed in claim 10 wherein the buy orders resident in the database are shown to a potential seller after online deduction of said computed cost elements (shipping, logistics, fees, commissions) from the price quoted by buyer for each of the sell orders in response to request for such information in a two-sided matching market.

15. The method as claimed in claim 10 wherein the resident sell orders are prioritized for matching an incoming buy order in the increasing order of the total cost computed by addition of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in a two-sided matching market.

20. The method as claimed in claim 10 wherein the resident buy orders are prioritized for matching an incoming sell order in the decreasing order of the net price computed by deduction of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by buyer for each of the buy orders in a two-sided matching market.

25. 19. A system for enabling the online determination of end-to-end costs while negotiating e-commerce transactions comprising:

- means for maintaining an updated online database of prices associated with each significant cost element relevant to goods or services involved in completing said transaction,
- means for maintaining an updated online database of procedures and rules associated with each activity involved in completing said transaction,
- means for determining the costs associated with each significant cost element by accessing the price data corresponding to the parameters of said transaction,

- means for aggregating all said costs to arrive at a total end-to-end cost for said transaction.

20. The system as claimed in claim 19, further utilized for determining:

- 5 - the set of e-commerce transactions that should take place and the set of e-commerce transactions that should not take place from amongst the various possibilities,
- the prices to be paid by buyers, the amounts to be received by the sellers and the payments to be made to other service providers for the transactions that should take place.

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21. The system as claimed in claim 19, wherein said cost elements include shipping and handling costs, other logistics management costs, taxes as well as finance costs.

15 22. The system as claimed in claim 19, wherein said databases are located either at the supplier end or at the buyer end or may be hosted by a third party.

20 23. The system as claimed in claim 19, wherein said procedures and rules include formalities to be completed and payments to be made for complying with statutory requirements at each end and intermediate step of said transaction.

25 24. The system as claimed in claim 19, wherein said system is used by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.

25. The system as claimed in claim 19, used for transactions between a single buyer and a single seller negotiating online.

30 26. The system as claimed in claim 19, used for online auctions between a seller and multiple buyers.

27. The system as claimed in claim 19, used for online reverse auctions between a buyer and multiple sellers.

28. The system as claimed in claim 24 used for two-sided matching markets involving multiple buyers and sellers.

5 29. The system as claimed in claim 26, including means for selecting the winning bid for the desired goods or services in an online auction on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).

10 30. The system as claimed in claim 27, including means for selecting the winning offer for the desired goods or services in an online reverse auction on the basis of lowest net cost to the buyer after addition of said computed cost elements (shipping, logistics, fees, commissions).

15 31. The system as claimed in claim 26, including means for communicating minimum required qualifying bid amount to a potential bidder in response to request for the information about the current status of the auctions.

20 32. The system as claimed in claim 27, including means for communicating maximum allowable offer amount to a potential seller in response to request for the information about the current status of the reverse auctions.

25 33. The system as claimed in claim 28, including means for showing the sell orders resident in the database to a potential buyer after online addition of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in response to request for such information in a two-sided matching market.

30 34. The system as claimed in claim 28, including means for showing the buy orders resident in the database to a potential seller after online deduction of said computed cost elements (shipping, logistics, fees, commissions) from the price quoted by buyer for each of the sell orders in response to request for such information in a two-sided matching market.

35. The system as claimed in claim 28, including means for prioritizing the resident sell orders for matching an incoming buy order in the increasing order of the total cost computed by addition of said computed cost elements (shipping, logistics, fees, 5 commissions) to the price quoted by seller for each of the sell orders in a two-sided matching market.

36. The system as claimed in claim 28, including means for prioritizing the resident buy orders for matching an incoming sell order in the decreasing order of the net price 10 computed by deduction of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by buyer for each of the buy orders in a two-sided matching market.

37. A computer program product comprising computer readable program code stored on 15 computer readable storage medium embodied therein for enabling the online determination of end-to-end costs while negotiating e-commerce transactions comprising:

- 20 - computer readable program code means configured for maintaining an updated online database of prices associated with each significant cost element relevant to goods or services involved in completing said transaction,
- computer readable program code means configured for maintaining an updated online database of procedures and rules associated with each activity involved in completing said transaction,
- computer readable program code means configured for determining the costs associated with each significant cost element by accessing the price data corresponding to the parameters of said transaction,
- computer readable program code means configured for aggregating all said costs to arrive at a total end-to-end cost for said transaction.

30 38. The computer program product as claimed in claim 37, further configured for determining:

- the set of e-commerce transactions that should take place and the set of e-commerce transactions that should not take place from amongst the various possibilities,

- the prices to be paid by buyers, the amounts to be received by the sellers and the payments to be made to other service providers for the transactions that should take place.

5 39. The computer program product as claimed in claim 37, wherein said cost elements include shipping and handling costs, other logistics management costs, taxes as well as finance costs.

10 40. The computer program product as claimed in claim 37, wherein said databases are located either at the supplier end or at the buyer end or may be hosted by a third party.

15 41. The computer program product as claimed in claim 37, wherein said procedures and rules include formalities to be completed and payments to be made for complying with statutory requirements at each end and intermediate step of said transaction.

20 42. The computer program product as claimed in claim 37, wherein said computer program product is implemented by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.

25 43. The computer program product as claimed in claim 37, configured for transactions between a single buyer and a single seller negotiating online.

44. The computer program product as claimed in claim 37, configured for online auctions between a seller and multiple buyers.

25 45. The computer program product as claimed in claim 37, configured for online reverse auctions between a buyer and multiple sellers.

30 46. The computer program product as claimed in claim 42, configured for two-sided matching markets involving multiple buyers and sellers.

47. The computer program product as claimed in claim 44, including computer readable program code means configured for selecting the winning bid for the desired goods or

services in an online auction on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).

48. The computer program product as claimed in claim 45, including computer readable program code means configured for selecting the winning offer for the desired goods or services in an online reverse auction on the basis of lowest net cost to the buyer after addition of said computed cost elements (shipping, logistics, fees, commissions).

49. The computer program product as claimed in claim 44, including computer readable program code means configured for communicating minimum required qualifying bid amount to a potential bidder in response to request for the information about the current status of the auctions.

50. The computer program product as claimed in claim 45, including computer readable program code means configured for communicating maximum allowable offer amount to a potential seller in response to request for the information about the current status of the reverse auctions.

51. The computer program product as claimed in claim 46, including computer readable program code means configured for showing the sell orders resident in the database to a potential buyer after online addition of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in response to request for such information in a two-sided matching market.

52. The computer program product as claimed in claim 46, including computer readable program code means configured for showing the buy orders resident in the database to a potential seller after online deduction of said computed cost elements (shipping, logistics, fees, commissions) from the price quoted by buyer for each of the sell orders in response to request for such information in a two-sided matching market.

53. The computer program product as claimed in claim 46, including computer readable program code means configured for prioritizing the resident sell orders for matching an incoming buy order in the increasing order of the total cost computed by addition

of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in a two-sided matching market

54. The computer program product as claimed in claim 46, including computer readable program code means configured for prioritizing the resident buy orders for matching an incoming sell order in the decreasing order of the net price computed by deduction of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by buyer for each of the buy orders in a two-sided matching market.

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